

Message Text

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44

ACTION NEA-06

INFO OCT-01 SS-14 ISO-00 NSC-05 NSCE-00 INR-05 CIAE-00

PM-03 DODE-00 SP-02 L-01 EB-03 AF-04 ARA-08 EUR-08

/060 W

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R 031243Z MAR 75

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 464

INFO AMEMBASSY ABU DHABI

AMEMBASSY ALGIERS

AMEMBASSY CARACAS

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMEMBASSY JAKARTA

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY LAGOS

/AMEMBASSY LIBREVILLE 15

AMEMBASSY LONDON

AMEMBASSY QUITO

AMEMBASSY TRIPOLI

C O N F I D E N T I A L TEHRAN 2044

LIMDIS

E.O. 11652: GDS

TAGS: ENRG, IR

SUBJ: OIL: PRICE DIFFERENTIALS AND NIOC POLITICS

REF: TEHRAN 1977

1. OIL CONSORTIUM REP ROGER VARIAN INFORMED EMBOFF THAT GOI OPEC
REP AMOUZEGAR RECENTLY ASKED CONSORTIUM EMBERS' ADVICE AND ASSIS-
TANCE IN DEVELOPING A "CORRECT" SYSTEM OF QUALITY AND LOCATION
PRICE DIFFERENTIALS FOR PERSIAN GULF CRUDE. AMERICAN MEMBERS
REACTED, SAID VARIAN, WITH APPROPRIATE HONOR, CITING US ANTI-
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TRUST LAWS. BP, HOWEVER, AGREED TO ASSIST. IN A FEB 16 MEETING

BETWEEN VARIAN AND AMOUZEGAR, LATTER SAID HE WOULD SEND NIOC INTERNATIONAL MARKETING CHIEF IZADI TO LONDON AFTER OPEC SUMMIT FOR TALKS WITH BP. SAME AFTERNOON IN MEETING WITH PARVIZ MINA (WHO IS IZADI'S BOSS AT NIOC), VARIAN MENTIONED AMOUZEGAR'S PLANS TO MINA; MINA ANGRILY REPLIED "IZADI IS NOT THE ONLY ONE INVOLVED IN THIS" AND SAID HE WANTED TALKS HELD IN TEHRAN. TIME MENTIONED BY AMOUZEGAR IS INCONVENIENT, SAID MINA; MARCH 1 OR 2 WOULD BE BETTER.

2. LATER, MINA ARRANGED WITH BP'S TEHRAN REP MICHAEL DAVIES TO HOLD TALKS IN TEHRAN ON MARCH 10. TEHN ON FEB 26, MINA CALLED VARIAN (WHO BY NOW KNEW NOTHING OF ARRANGEMENTS EXCEPT WHAT HE HAD HEARD INFORMALLY FROM THE BP REP) TO SAY HE WANTED TO MAKE A CHANGE: HE WANTED IZADI TO GO TO LONDON ON MARCH 7. AS SOON AS VARIAN PUT DOWN THE TELEPHONE AMOUZEGAR CALLED TO TELL HIM WHAT HE (AMOUZEGAR) HAD TOLD NIOC TO SEND IZADI FROM THE ALGIERS MEETING TO LONDON ON MARCH 7.

3. TWO ASPECTS OF THIS INCIDENT INTRIGUE US. ONE IS FACT THAT AMOUZEGAR IS SEEKING OIL COMPANY ASSISTANCE TO DEVELOP A POLICY ON ECONOMICALLY LOGICAL PRICE DIFFERENTIALS. THE OTHER IS GORWING EVIDENCE OF STRAIN AND COMPETITION BETWEEN AMOUZEGAR ON ONE HAND AND EGHABL/MINA ON OTHER. CLEARLY AMOUZEGAR REMAINS IN COMMAND. NOTE: PLEASE PROTECT VARIAN FULLY. THERE ARE INDICATIONS AMERICAN MAJORS FEEL HE IS TOO OPEN WITH US. ACTION REQUESTED: ANY INFO LONDON CAN OBTAIN ON NIOC/BP TALKS WOULD BE MOST HELPFUL.
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